The Nova Scotia Liquor Commission

Annual Report

59

April 1, 1958
to
March 31, 1959

The Nova Scotia Liquor Commission

Annual Report

59

Contents

Source of Gross Liquor Revenue	8
Distribution of Liquor Revenue Dollars	11
Five Year Sales Comparison	12
Auditors' Report	15
Balance Sheet	16
Statement of Income	17
Statement of Changes in Financial Position	17
Notes to Financial Statements	18
Sale of Alcoholic Beverages By Volume Per Capita	20
Sales in Hectolitres — Ten Year Growth Pattern	22
Sales by Stores	24
Distribution of Stores	27

April 1, 1988
to
March 31, 1989

The Nova Scotia Liquor Commission Executive

Honourable
Ronald S. Russell
Minister in Charge of Administration of the Liquor Control Act

Peter J. MacKeigan
Chief Commissioner

A.A. MacIsaac
Commissioner

H.D. Josey
Commissioner

Karen Campbell-Stevens
Secretary-Commission

D.W. Pulsifer
General Manager & Chief Executive Officer

Kathleen L. Pyne
Admin. Secretary General Manager & C.E.O.

Kathryn A. Smith
Secretary-General Manager/ C.E.O.

A.W. Strickland
Director — Personnel

L.A. Weagle
Director — Finance

B.E. Rogers
Director — Property & Development

G.H. Proctor
Director-Store Administration

C.L. Craig
Director — Advisory Services

C.B. Collins
Director-Stock Administration

W.R. Bailly
Director-Consumer Relations

February, 1990

To His Honour
The Honourable
Lloyd R. Crouse, P.C.
Lieutenant Governor
of Nova Scotia

May it Please Your Honour:

I have the honour to submit herewith a Report of the Nova Scotia Liquor Commission for the fiscal year ended March 31, 1989.

Ronald S. Russell
Minister in Charge of
Administration of
The Nova Scotia Liquor Control Act

June 27, 1989

Honourable R.S. Russell
Minister in Charge of
Administration of
the Liquor Control Act
6th Floor
5151 Terminal Road
Halifax, Nova Scotia

Dear Sir:

I have the honour to submit herewith the Annual Report of the Nova Scotia Liquor Commission for the period from April 1, 1988 to March 31, 1989.

I appreciate the opportunity of having served as Chief Commissioner during the past fiscal year and I look forward to the continuing challenges in the year ahead.

Sincerely yours,

Peter J. MacKeigan

October 27, 1989

Mr. Peter J. MacKeigan
Chief Commissioner
Nova Scotia Liquor Commission
P.O. Box 8720, Station 'A'
Halifax, Nova Scotia
B3K 5M4

Dear Sir:

I take pleasure in submitting the 59th Annual Report of the Nova Scotia Liquor Commission covering the fiscal year ending March 31, 1989.

During the year, sales through Commission stores amounted to $323,085,449.00, an increase of 3.8%. Profits decreased (3.9%), while volumes decreased (0.8%). Sales to licensed establishments increased 4.9% and now represent $57,695,217.00, or 17.8% of all business.

The Nova Scotia Liquor Commission shares the cost of maintaining the RCMP in the province in accordance with provincial legislation. This cost, which is taken from the Commission's income (profit), increased 14.3% from the previous year.

In an effort to improve consumer service a number of our existing retail shops were refurbished; in addition new stores were opened at Amherst, Kennetcook, and Tantallon, along with replacement stores being built at Middleton, Caledonia, and Port Hood. The Commission's Chilled Beer Program is progressing favorably with equipment being installed in 19 new stores for a total of 35 stores to date.

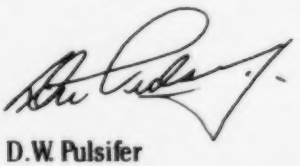
As an added convenience to our holiday shoppers, three Holiday Shops were opened during the Christmas period in the metro area; based on favorable consumer reaction, plans are being formulated to expand the program next year to other areas in the province. As part of the convenience program, store hours were extended as well as offering the consumer a wider selection of products.

During the year 14 employees retired while 30 qualified for Long Service Awards. The valuable contribution made by all Commission employees over the past year is gratefully acknowledged.

The Liquor Commission also wishes to acknowledge the valuable assistance of all government departments, agencies, boards, and enforcement bodies which have co-operated fully with the Commission.

It has been my pleasure to serve as General Manager and Chief Executive Officer for the past year. On behalf of our staff, I wish to thank you and the Commissioners for your support and guidance.

Yours truly,



D.W. Pulsifer

Source Of Gross Liquor Revenue — 1989

Dollars to the nearest 000's

	$	%
Spirits	$126,524.7	39.1%
Wine	$30,725.5	9.5%
Beer	$159,802.6	49.4%
Coolers	$6,234.1	1.9%
Total	**$323,286.9**	**100.0%**

General / Licensee Sales — 1989

Source of Gross Liquor Revenue

Dollars to the nearest 000's

Spirits	$	%
General	$112,856.6	89.2%
Licensee	$13,668.1	10.8%
Total	$126,524.7	100.0%

Wine	$	%
General	$25,530.6	85.4%
Licensee	$4,347.8	14.6%
Total	$29,878.4	100.0%

Beer	$	%
General	$119,387.0	75.5%
Licensee	$38,782.8	24.5%
Total	$158,169.8	100.0%

Coolers	$	%
General	$5,337.6	85.6%
Licensee	$896.5	14.4%
Total	$6,234.1	100.0%

Total	$	%
General	$263,111.8	82.0%
Licensee	$57,695.2	18.0%
	$320,807.0	100.0%
Producer	$2,479.9	
Total Sales	$323,286.9	

Canadian And Imported Sales — March 1989

Source of Gross Liquor Revenue

Dollars to the nearest 000's

Spirits	$	%
Canadian	$110,197.6	87.1%
Imported	$16,327.1	12.9%
Total	**$126,524.7**	**100.0%**

Wine	$	%
Canadian	$16,682.3	55.8%
Imported	$13,196.1	44.2%
Total	**$29,878.4**	**100.0%**

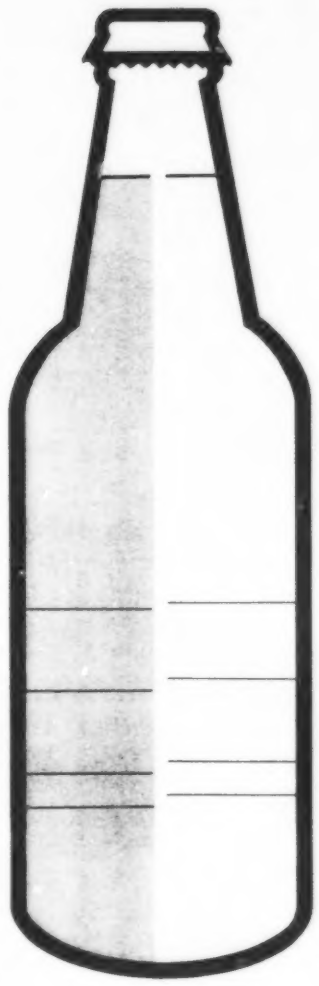
Beer	$	%
Canadian	$156,772.0	99.1%
Imported	$1,397.8	0.9%
Total	**$158,169.8**	**100.0%**

Coolers	$	%
Canadian	$6,133.4	98.4%
Imported	$100.7	1.6%
Total	**$6,234.1**	**100.0%**

Total	$	%
Canadian	$289,785.3	90.3%
Imported	$31,021.7	9.7%
Total	$320,807.0	100.0%
Producer	$2,479.9	
Total Sales	**$323,286.9**	

Distribution of Liquor Revenue Dollars

Two year comparison
Dollars to the nearest 000's



1989	1988
Cost of Sales, 54.0%	Cost of Sales, 53.1%
Cost of Store Operations, 8.2%	Cost of Store Operations, 7.9%
RCMP Expense, 9.0%	RCMP Expense, 8.2%
Administrative/Net Other Expenses, 3.8%	Administrative/Net Other Expenses, 3.8%
Total Profits, 25.0%	Total Profits, 27.0%

	1989	1988
Cost of Sales	$174,590.9 • 54.0%	$165,210.9 • 53.1%
Cost of Store Operations	$26,408.1 • 8.2%	$24,631.1 • 7.9%
RCMP Expense	$29,048.6 • 9.0%	$25,423.5 • 8.2%
Administrative/Net Otner Expenses	$12,279.1 • 3.8%	$11,941.7 • 3.8%
Total Profits	$80,758.8 • 25.0%	$84,055.8 • 27.0%

Five-Year Sales Comparison

Dollars to the nearest 000's
Producer Sales Included

By Class of Sales

Year	Spirits	Wine	Beer	Coolers	Total
88–89	$126,524.7	$30,725.5	$159,802.6	$6,234.1	**$323,286.9**
87–88	$123,818.4	$31,416.4	$150,835.7	$5,335.4	**$311,405.9**
86–87	$121,691.1	$31,268.2	$141,256.9	$4,185.8	**$298,402.0**
85–86	$118,604.4	$30,610.2	$137,186.9		**$286,401.5**
84–85	$115,706.7	$28,750.6	$129,609.2		**$274,066.5**

Canadian vs. Imported

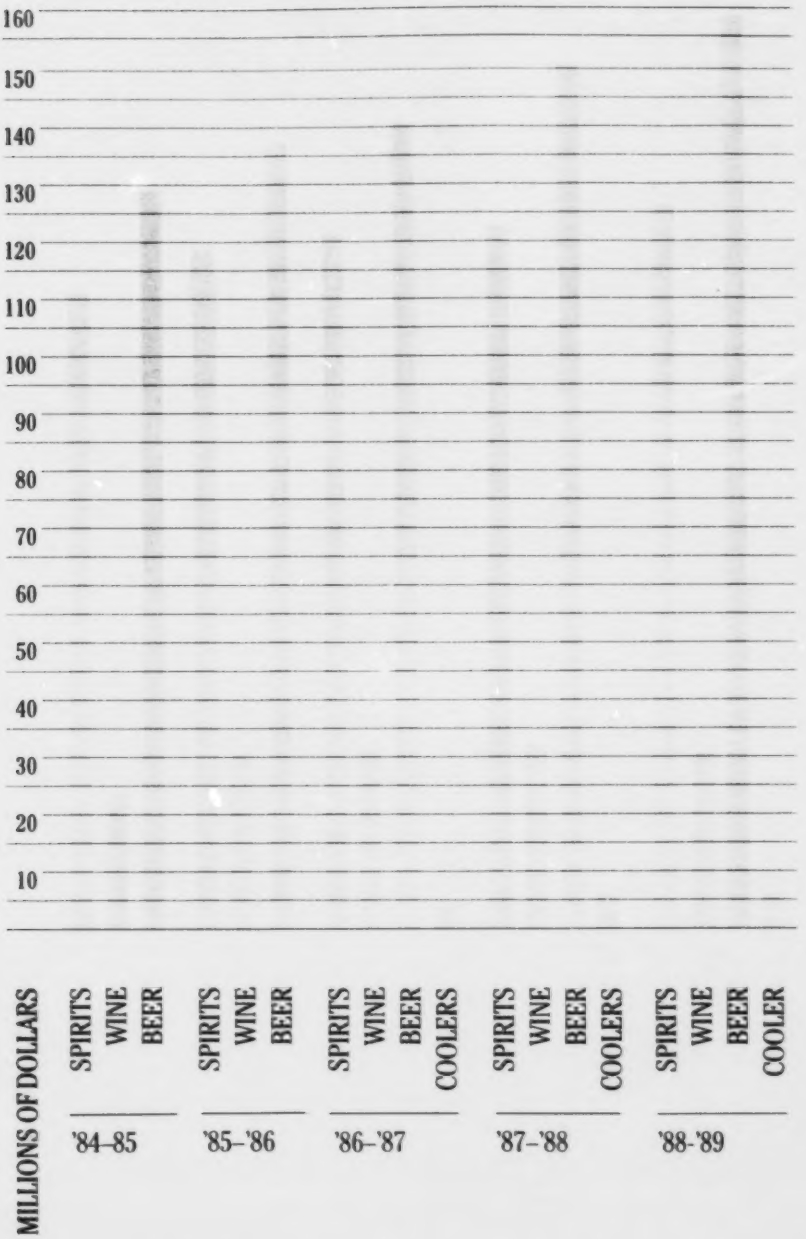
	Year	Spirits	Wine	Beer	Coolers	Total
Canadian	88–89	$110,197.6	$17,529.4	$158,404.8	$6,133.4	**$292,265.2**
Imported		$16,327.1	$13,196.1	$1,397.8	$100.7	**$31,021.7**
Canadian	87–88	$108,775.9	$17,896.1	$148,137.5	$5,224.3	**$280,033.8**
Imported		$15,042.5	$13,520.2	$2,698.2	$111.2	**$31,372.1**
Canadian	86–87	$107,731.8	$18,591.7	$139,944.6	$4,185.8	**$270,453.9**
Imported		$13,959.3	$12,676.5	$1,312.3	$0.0	**$27,948.1**
Canadian	85–86	$105,254.9	$17,127.8	$136,051.2	—	**$258,433.9**
Imported		$13,349.5	$13,482.4	$1,135.7	—	**$27,967.6**
Canadian	84–85	$103,031.5	$15,973.6	$128,563.4	—	**$247,568.5**
Imported		$12,675.5	$12,776.7	$1,045.8	—	**$26,498.0**

Licensee Sales

Year	Spirits	Wine	Beer	Coolers	Total
88–89	$13,668.1	$4,347.8	$38,782.8	$896.5	**$57,695.2**
87–88	$13,047.2	$4,336.7	$36,849.7	$769.3	**$55,002.9**
86–87	$13,149.8	$4,723.7	$35,759.0	$657.1	**$54,289.6**
85–86	$12,554.7	$4,803.9	$34,027.7	—	**$51,386.3**
84–85	$11,943.0	$4,204.2	$33,159.6	—	**$49,306.8**

Five Year Sales Comparison

Dollars to the nearest 000's



Five Year Sales By Category In Hectolitres

Year Ended March 31

Category	1989 Hectolitres	% Category	% Total	1988 Hectolitres	% Category	% Total	1987 Hectolitres	% Category	% Total	1986 Hectolitres	% Category	% Total	1985 Hectolitres	% Category	% Total
Beer	617,569.8	100%	84.4	622,981.6	100%	84.4%	622,143.3	100.0%	84.1%	643,002.5	100.0%	84.9%	646,969.9	100.0%	84.9%
Spirits															
Brandy	647.2	1.1%	0.1%	666.3	1.2%	0.1%	715.2	1.2%	0.1%	902.2	1.5%	0.1%	832.1	1.3%	0.1%
Vodka	7,114.2	12.5%	1.0%	6,985.0	12.1%	0.9%	6,848.5	11.7%	0.9%	7,103.2	11.7%	0.9%	7,151.9	11.6%	0.9%
Gin	1,733.2	3.0%	0.2%	1,871.9	3.3%	0.3%	2,016.4	3.5%	0.3%	2,237.9	3.7%	0.3%	2,373.8	3.8%	0.3%
Rum	28,890.1	50.6%	3.9%	28,677.7	49.7%	3.9%	28,910.0	49.5%	3.9%	29,150.9	47.9%	3.8%	29,265.7	47.3%	3.8%
Whiskey	14,975.4	26.2%	2.0%	15,522.8	27.0%	2.1%	16,484.3	28.2%	2.2%	18,166.5	29.9%	2.4%	19,020.9	30.8%	2.5%
Liquers	3,742.1	6.6%	0.5%	3,832.6	6.7%	0.5%	3,430.5	5.9%	0.5%	3,277.9	5.4%	0.4%	3,187.6	5.2%	0.4%
Total Spirits	57,102.2	100.0%	7.8%	57,556.3	100.0%	7.8%	58,404.9	100.0%	7.9%	60,838.6	100.0%	8.0%	61,832.0	100.0%	8.1%
Wines															
Vermouth	316.3	0.7%	0.0%	328.9	0.7%	0.0%	379.1	0.8%	0.1%	408.7	0.8%	0.1%	443.4	0.8%	0.1%
Apéritif	1,218.2	2.9%	0.2%	1,193.1	2.6%	0.2%	837.2	1.7%	0.1%	647.1	1.2%	0.1%	427.7	0.8%	0.1%
Fruit	339.1	0.8%	0.0%	392.9	0.9%	0.1%	474.4	1.0%	0.1%	611.4	1.1%	0.1%	769.2	1.4%	0.1%
Cider	89.9	0.2%	0.0%	127.1	0.3%	0.0%	176.0	0.4%	0.0%	269.6	0.5%	0.0%	301.4	0.6%	0.0%
Communion	6.8	0.0%	0.0%	7.9	0.0%	0.0%	6.2	0.0%	0.0%	7.4	0.0%	0.0%	8.8	0.0%	0.0%
Kosher	14.3	0.0%	0.0%	21.0	0.0%	0.0%	37.6	0.1%	0.0%	39.4	0.1%	0.0%	49.1	0.1%	0.0%
Sherry	5,607.4	13.2%	0.8%	6,239.2	13.8%	0.8%	7,058.8	14.5%	1.0%	7,795.6	14.5%	1.0%	8,071.0	15.1%	1.1%
Madeira	18.8	0.0%	0.0%	3.8	0.0%	0.0%	2.1	0.0%	0.0%	2.1	0.0%	0.0%	1.9	0.0%	0.0%
Port	1,878.1	4.4%	0.3%	2,308.7	5.1%	0.3%	2,623.5	5.4%	0.4%	2,722.4	5.1%	0.4%	2,804.8	5.3%	0.4%
Table White	21,677.6	51.0%	3.0%	22,408.8	49.5%	3.0%	23,352.3	47.9%	3.2%	25,413.4	47.4%	3.4%	23,957.7	44.8%	3.1%
Table Red	5,086.7	12.0%	0.7%	5,184.8	11.4%	0.7%	5,543.1	11.4%	0.7%	6,105.4	11.4%	0.8%	6,241.6	11.7%	0.8%
Table Rosé	657.4	1.5%	0.1%	796.4	1.8%	0.1%	921.3	1.9%	0.1%	911.8	1.7%	0.1%	1,163.5	2.2%	0.2%
Sparkling	4,390.1	10.3%	0.6%	4,945.4	10.9%	0.7%	5,786.2	11.9%	0.8%	6,989.5	13.0%	0.9%	7,494.0	14.0%	1.0%
Champagne	1,214.6	2.9%	0.2%	1,369.2	3.0%	0.2%	1,527.9	3.1%	0.2%	1,696.6	3.2%	0.2%	1,685.5	3.2%	0.2%
Total Wine	42,515.3	100.0%	5.8%	45,327.2	100.0%	6.1%	48,725.7	100.0%	6.6%	53,620.4	100.0%	7.1%	53,419.6	100.0%	7.0%
Coolers															
Canadian	14,203.6	98.4%	1.9%	12,414.2	98.0%	1.7%	10,611.7	100%	1.4%	0.3	100%	0.0%	0.0		0.0%
Imported	236.6	1.6%	0.0%	256.3	2.0%	0.0%									
Total Coolers	14,440.2	100.0%	2.0%	12,670.5	100.0%	1.7%									
Grand Total	731,627.5	100%	100.0%	738,535.6	100.0%	100.0%	739,885.6	100%	100.0%	757,461.8	100%	100.0%	762,221.5	100%	100.0%

Auditors' Report

To the Honourable
Ronald S. Russell
Minister in Charge of
Administration
Liquor Control Act
Province of Nova Scotia
Halifax, Nova Scotia

May 31, 1989

We have examined the balance sheet of The Nova Scotia Liquor Commission as at March 31, 1989 and the statements of income and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Commission as at March 31, 1989 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Thorne Ernst & Whinney
Chartered Accountants

Balance Sheet

	March 31 1989	1988
Assets		
Current Assets		
Cash	$ 1,357,901	$ 2,508,767
Accounts receivable	891,263	778,822
Inventories of stock in warehouse and stores	14,130,485	15,139,368
Prepaid expenses	513,702	511,271
	16,893,351	18,938,228
Property And Equipment		
Furniture, fixtures and portable equipment	5,275,214	4,725,023
Other equipment	3,273,126	3,130,177
Land and buildings	10,540,641	9,960,319
Capital and leasehold improvements	13,446,985	11,568,209
	32,535,966	29,383,728
Less accumulated depreciation and amortization	20,844,547	20,143,378
	11,691,419	9,240,350
Assets Under Capital Leases	10,830,848	10,830,848
Less accumulated amortization	1,633,266	1,083,085
	9,197,582	9,747,763
	$37,782,352	$37,926,341
Liabilities		
Current Liabilities		
Accounts payable	$ 6,772,669	$ 7,471,683
Current obligations under capital leases (note 1)	101,307	88,742
	6,873,976	7,560,425
Long-term Liability		
Obligations under capital leases (note 1)	10,540,635	10,646,481
Due To Minister Of Finance		
Balance at beginning of year	19,719,435	17,584,371
Remittances	19,719,435	17,584,371
	—	—
Current year		
Net income	80,758,787	84,055,776
Remittances	60,391,046	64,336,341
Balance at end of year	20,367,741	19,719,435
	$37,782,352	$37,926,341

Operating leases (note 4)

Statement of Income

	Year Ended March 31			
	1989	% of Sales	1988	% of Sales
Sales	$323,085,449	100.0	$311,262,987	100.0
Cost of goods sold	174,590,947	54.0	165,210,858	53.1
	148,494,502	46.0	146,052,129	46.9
Stores' operating expenses (note 2)	26,408,057	8.2	24,631,134	7.9
Income, store operations	122,086,445	37.8	121,420,995	39.0
Administrative expenses (note 2)	14,094,630	4.4	13,314,097	4.3
Other revenue	(2,291,778)	(0.7)	(1,804,465)	(0.6)
Other expenses	476,235	0.1	432,096	0.1
	12,279,087	3.8	11,941,728	3.8
Income before the undernoted	109,807,358	34.0	109,479,267	35.2
Maintenance of Royal Canadian Mounted Police (note 3)	29,048,571	9.0	25,423,491	8.2
Net Income	$80,758,787	25.0	$ 84,055,776	27.0

Statement of Changes in Financial Position

	Year Ended March 31	
	1989	1988
Cash Provided By (Used For):		
Operations		
Net income	$80,758,787	$84,055,776
Depreciation and amortization not involving cash	1,852,582	1,631,716
Change in non-cash operating working capital	194,997	610,079
	82,806,366	86,297,571
Financing		
Increase in obligations under capital leases	—	172,753
Payments for obligations under capital leases	(93,281)	(21,142)
	(93,281)	151,611
Investments		
Additions to property and equipment (net)	(3,753,470)	(3,784,693)
Other		
Remittances to Minister of Finance	(80,110,481)	(81,920,712)
Increase (Decrease) In Cash	(1,150,866)	743,777
Cash at beginning of year	2,508,767	1,764,990
Cash At End Of Year	$1,357,901	$ 2,508,767

Notes to Financial Statements

Year ended March 31, 1989

General

The Commission is incorporated under the laws of the Province of Nova Scotia and administers the Liquor Control Act, Chapter 169 from the Revised Statutes of Nova Scotia, 1967.

Summary of Significant Accounting Policies

Inventories

Inventories of stock in warehouse and stores are valued at the lower of cost and net realizable value. Customs and excise tax have not been included where payment is due upon shipment from bonded warehouse.

Property and Equipment

Property and equipment are stated at cost. Depreciation and amortization are provided on the straight-line basis at the following annual rates:

Furniture, fixtures, portable equipment, other equipment and capital and leasehold improvements	10%
Land and buildings	5%

In the year of addition, depreciation is charged at the full annual rate.

Land costs which normally would not be depreciated are written off due to the retention of proceeds by the Province of Nova Scotia.

Assets Under Capital Leases

Assets under capital leases are amortized over their estimated useful lives using the straight-line method.

1. Obligations Under Capital Leases

The Commission has obligations under capital leases, which mature in 1993 and 2011. The obligations represent the total present value of future minimum lease payments discounted at the rates implicit in the leases which are 11.9% and 13.8%. The following is a schedule by years of future minimum lease payments together with the balance of the obligations under capital leases as of March 31, 1989:

1990	$ 1,580,021
1991	1,580,021
1992	1,580,021
1993	1,560,984
1994	1,536,446
1995–2011	27,139,339
Total minimum lease payments	34,976,832
Less amount representing interest	24,334,890
Balance of obligation	10,641,942
Less amount included in current liabilities	101,307
	$10,540,635

2. Expenses

Amortization of leasehold improvements and depreciation expense is recorded in expenses as follows:

	1989	1988
Stores' operating expenses	$1,073,948	$ 906,768
Administrative expenses	228,454	174,768
	$1,302,402	$1,081,536

Administrative expenses also include the following:		
Interest on obligations under capital leases	$1,494,002	$1,607,404
Amortization of capital leases	$ 550,180	$ 550,180

3. Maintenance of Royal Canadian Mounted Police

Payments are made for the maintenance of the Royal Canadian Mounted Police in accordance with the Liquor Control Act.

4. Operating Leases

The Commission leases buildings, premises and equipment under operating leases which expire at various dates between 1988 and 2008. Some of these operating leases contain renewal options at the end of the initial lease term.

The following is an approximate schedule by years of future minimum rental payments required under operating leases that have initial lease terms in excess of one year, as of March 31, 1989:

1990	$ 1,892,046
1991	1,697,222
1992	1,597,854
1993	1,508,368
1994	1,327,061
1995 to 2008	6,457,000
Total minimum payments required	$14,479,551

Sale of Alcoholic Beverages By Volume Per Capita

15 years and over
Litres per capita
5 year comparison

	1983	1984	1985	1986	1987
Spirits					
Newfoundland	9.5	9.2	8.6	9.5	8.7
Prince Edward Island	10.0	9.1	8.9	8.4	8.0
Nova Scotia	10.6	9.7	9.0	8.8	8.9
New Brunswick	7.6	6.8	6.3	6.2	6.1
Québec	5.4	5.2	4.9	4.5	4.1
Ontario	10.1	9.3	9.0	8.6	8.7
Manitoba	11.6	10.1	9.8	10.0	9.0
Sasktchewan	11.8	11.0	10.1	10.1	9.8
Alberta	15.0	13.7	12.7	12.7	11.8
British Columbia	12.5	11.3	10.7	10.3	10.2
Yukon	20.5	18.2	16.8	15.8	15.4
Northwest Territories	17.5	16.1	16.1	15.7	13.9
Total	**9.7**	**8.9**	**8.5**	**8.2**	**8.0**
Wines					
Newfoundland	4.1	3.8	3.8	4.2	4.0
Prince Edward Island	5.2	5.8	5.4	5.8	6.1
Nova Scotia	7.3	7.5	7.8	7.7	8.1
New Brunswick	5.6	5.6	5.8	5.8	5.9
Québec	12.0	12.5	13.1	14.1	13.8
Ontario	11.6	11.4	11.8	11.7	11.6
Manitoba	9.1	8.5	8.6	9.0	8.9
Saskatchewan	6.8	6.6	6.8	7.1	6.7
Alberta	13.3	12.6	12.5	13.5	12.4
British Columbia	19.3	19.4	20.2	20.5	20.6
Yukon	23.8	21.2	20.7	21.0	19.3
Northwest Territories	8.6	8.6	9.3	8.5	7.8
Total	**11.9**	**12.0**	**12.4**	**12.7**	**12.5**
Beer					
Newfoundland	121.9	116.5	119.5	90.9	120.9
Prince Edward Island	96.4	92.3	93.8	91.5	88.7
Nova Scotia	91.6	91.6	94.1	92.6	89.8
New Brunswick	98.6	94.8	94.6	91.8	88.1
Québec	108.0	109.3	107.1	114.8	102.5
Ontario	110.0	109.9	106.6	110.1	109.2
Manitoba	98.6	103.0	106.2	97.3	97.2
Saskatchewan	84.9	87.2	88.8	84.5	82.4
Alberta	101.0	100.0	98.1	95.1	96.3
British Columbia	103.9	99.9	101.0	96.6	100.2
Yukon	187.8	182.8	185.8	184.9	179.6
Northwest Territories	111.2	118.9	121.8	121.2	120.3
Total	**105.8**	**105.6**	**104.1**	**104.6**	**102.7**

All Alcoholic Beverages					
Newfoundland	135.5	129.5	131.9	104.6	133.6
Prince Edward Island	111.6	107.2	108.1	105.7	102.8
Nova Scotia	109.5	108.8	110.9	109.1	106.8
New Brunswick	111.8	107.2	106.7	103.8	100.1
Québec	125.4	127.0	125.1	133.4	120.4
Ontario	131.7	130.6	127.4	130.4	129.5
Manitoba	119.3	121.6	124.6	116.3	115.1
Saskatchewan	103.5	104.8	105.7	101.7	98.9
Alberta	129.3	126.3	123.3	121.3	120.5
British Columbia	135.7	130.6	131.9	127.4	131.0
Yukon	232.1	222.2	223.3	221.7	214.3
Northwest Territories	137.3	143.6	147.2	145.5	142.0
Total	**127.4**	**126.5**	**125.0**	**125.7**	**123.2**

Sales In Hectolitres

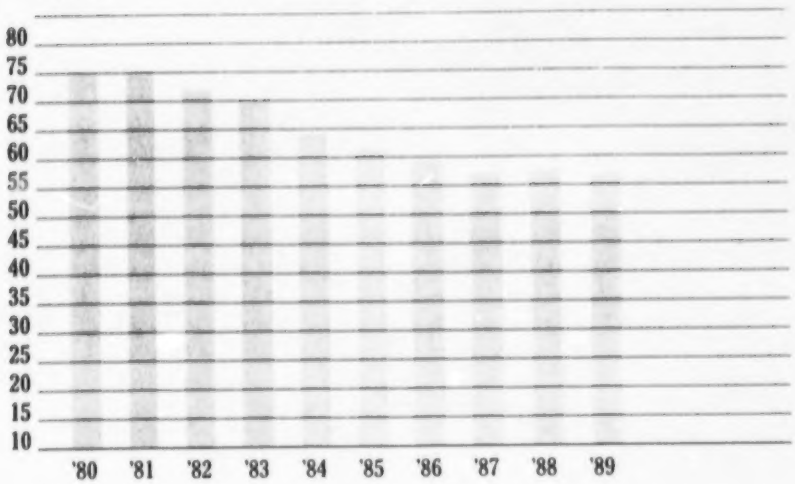
5 Years
Approximate Hectolitres

	1988/89	%	1987/88	%	1986/87	%	1985/86	%	1984/85	%
Spirits										
Canadian	50,412.5		51,198.9		52,388.1		54,721.7		55,730.0	
Imported	6,689.7		6,357.4		6,016.8		6,116.9		6,102.0	
Total	57,102.2	7.7%	57,556.3	7.7%	58,404.9	7.9%	60,838.6	8.0%	61,832.0	8.1%
Wine										
Canadian	30,795.3		33,758.3		35,117.9		34,065.3		33,335.0	
Imported	14,825.0		14,305.4		15,217.0		19,555.4		20,085.0	
Total	45,620.3	6.1%	48,063.7	6.4%	50,334.9	6.8%	53,620.7	7.1%	53,420.0	7.0%
Beer										
Canadian	620,551.3		625,844.1		619,370.5		639,366.9		643,712.0	
Imported	4,188.7		3,935.7		3,985.0		3,635.6		3,258.0	
Total	624,740.0	84.2%	629,779.8	84.2%	623,355.5	83.9%	643,002.5	84.9%	646,970.0	84.9%
Coolers										
Canadian	14,203.6		12,414.2		10,611.7					
Imported	236.6		256.3							
Total	14,440.2	1.9%	12,670.5	1.7%	10,611.7	1.4%				
Grand Total	741,902.7	100.0%	748,070.3	100.0%	742,707.0	100.0%	757,461.8	100.0%	762,222.0	100.0%

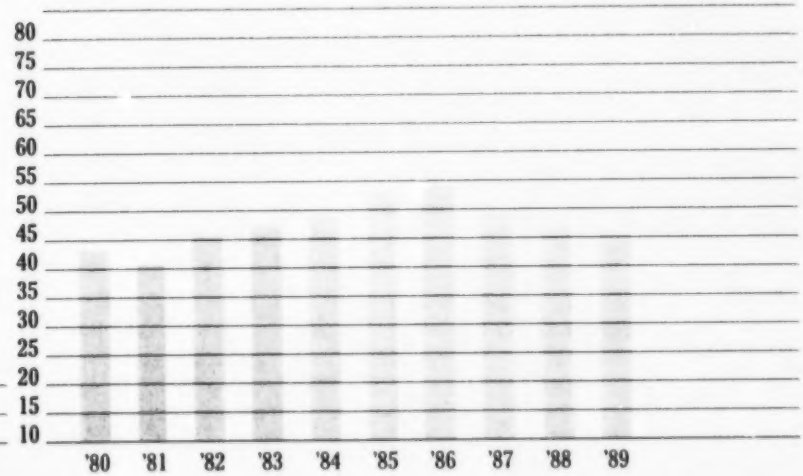
Sales In Hectolitres

Ten year growth pattern
Volume to the nearest 000's

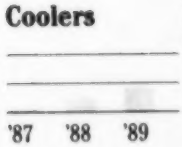
Spirits



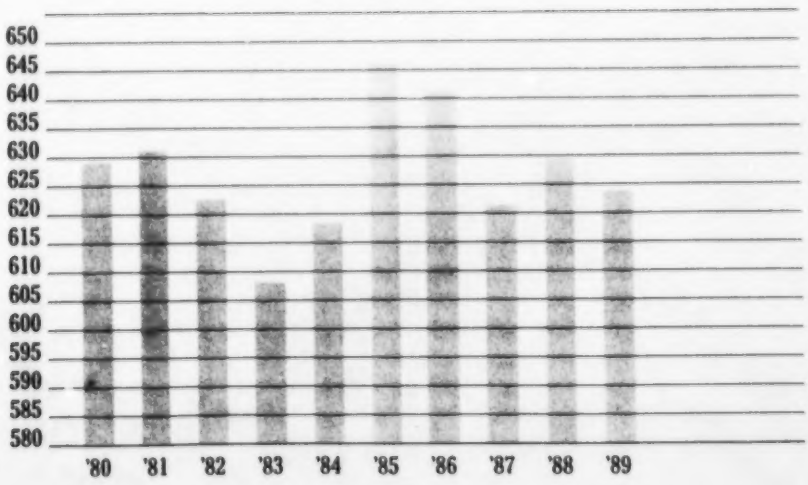
Wine



Coolers



Beer



Sales By Stores

■ Self-service
● Bottle returns
▼ Speciality section
● Cold beer

March 31, 1989

Store Number & Name			Spirits	Wine	Beer	Coolers	Total
Region 1 — Halifax							
104	Agricola Street	■ ● ▼ ●	2,774,641.90	1,106,578.85	3,348,505.97	134,568.70	$7,364,295.42
110	Bayers Road	■ ●	1,880,615.59	593,693.81	1,425,169.97	91,673.86	$3,991,153.23
120	Clyde Street	■ ● ●	2,781,703.48	1,529,291.58	2,807,857.79	162,953.26	$7,281,806.11
145	Halifax Shopping Centre	■ ●	3,200,905.65	1,181,126.85	2,944,327.63	182,075.14	$7,508,435.27
151	Hollis Street	■ ●	1,109,767.14	556,350.97	680,319.38	26,309.87	$2,372,747.36
155	Port of Wines	■	94,078.71	739,954.19	14,820.48	0.00	$848,853.38
170	Rockingham Ridge	■ ● ●	2,246,899.71	821,762.19	2,742,138.20	143,483.55	$5,954,283.65
180	Scotia Square	■ ●	1,281,826.66	468,876.80	566,643.25	54,925.20	$2,372,271.91
185	Spryfield	■ ● ●	1,874,845.13	389,316.58	2,563,990.89	99,145.78	$4,927,298.38
190	Strawberry Hill	■ ●	1,966,191.46	536,418.47	1,933,790.38	66,728.90	$4,503,129.21
195	Tantallon	■ ● ●	576,107.39	162,619.09	640,603.67	23,884.31	$1,403,214.46
199	Licensee Operation		6,934,152.05	3,020,874.57	18,533,020.71	424,269.16	$28,912,316.49
TOTAL			**$26,721,734.87**	**$11,106,863.95**	**$38,201,188.32**	**$1,410,017.73**	**$77,439,804.87**
Region 2 — Dartmouth							
201	Airport	■	821,415.02	143,200.34	504,293.49	14,958.18	$1,483,867.03
202	Bedford Place	■ ●	3,005,245.80	943,718.84	2,838,567.39	180,485.69	$6,968,017.72
209	DART. — Bridge P.	■ ●	2,292,338.55	628,469.18	2,409,011.03	114,378.22	$5,444,196.98
210	DART. — Burnside	■ ● ●	379,323.81	68,511.54	268,654.30	9,182.50	$725,672.15
211	DART. — Canal St	■ ● ▼ ●	2,299,611.15	825,198.33	2,539,531.56	130,719.54	$5,795,060.58
219	DART. — Westphal	■ ● ●	4,001,596.46	1,091,421.05	4,050,162.87	267,701.64	$9,410,882.02
SUB-TOTAL			**$12,799,530.79**	**$3,700,519.28**	**$12,610,220.64**	**$717,425.77**	**$29,827,696.48**
222	Kennetcook Liquor Mart	■ ● ●	224,610.49	16,298.32	325,628.41	8,089.91	574,627.13
223	Elmsdale	■ ●	1,174,890.64	181,846.13	1,721,578.27	62,214.44	$3,140,529.48
227	Forest Hills	■ ● ●	3,009,531.86	972,871.60	3,433,915.45	219,233.32	$7,635,552.23
270	Porters Lake	■ ● ●	1,430,210.51	217,921.48	1,491,821.10	66,137.82	$3,206,090.91
275	Sackville Town Centre	■ ● ●	2,140,496.89	439,036.95	2,959,314.93	145,830.57	$5,684,679.34
280	Sheet Harbour	■ ●	597,902.91	79,771.73	667,084.68	22,755.74	$1,367,515.06
285	Stewiacke	■ ●	810,028.10	109,053.68	1,089,784.94	38,959.32	$2,047,826.04
TOTAL			**$22,187,202.19**	**$5,717,319.17**	**$24,299,348.42**	**$1,280,646.89**	**$53,484,516.67**
Region 3 — Eastern							
303	Antigonish	■ ● ▼	3,652,561.37	547,576.73	3,858,851.13	105,557.57	$8,164,546.80
307	Arichat	■ ●	726,120.83	100,347.10	720,525.30	14,784.29	$1,561,777.52
312	Canso	■ ● ●	471,616.68	46,902.93	728,568.46	17,307.95	$1,264,396.02
317	Guysborough	■ ●	460,182.25	93,903.01	651,730.04	24,467.89	$1,230,283.19
340	Mulgrave	■ ● ●	373,513.99	59,993.52	522,963.20	9,151.09	$965,621.80
345	New Glasgow	■ ● ▼ ●	3,049,289.05	587,840.94	3,592,498.64	175,461.39	$7,405,090.02
346	New Glasgow Licensee		548,975.09	33,035.25	1,404,088.29	34,274.59	$2,020,373.22
355	Port Hawkesbury	■ ● ●	2,078,974.94	329,405.39	2,162,825.96	55,167.71	$4,626,374.00
360	Port Hood	■ ● ●	583,384.02	70,039.49	577,725.96	7,113.36	$1,238,262.83
370	Sherbrooke	■ ●	392,490.12	49,616.02	429,289.67	17,353.89	$888,749.70
375	Stellarton	■	861,024.85	121,214.37	865,815.79	27,875.68	$1,875,930.69
380	St. Peters	■ ●	606,764.88	103,030.81	1,001,840.26	19,943.98	$1,731,579.93
387	Trenton	■	496,484.86	70,299.25	558,054.49	18,934.74	$1,143,773.34
397	Westville	■ ●	617,803.52	91,477.09	873,814.24	27,964.04	$1,611,058.89
TOTAL			**$14,919,186.45**	**$2,304,681.90**	**$17,948,591.43**	**$555,358.17**	**$35,727,817.95**

Region 4 — Cape Breton

408	Baddeck	■ ●	990,350.41	204,857.32	1,068,085.82	34,029.95	$2,297,323.50
413	Cheticamp	■ ●	729,659.01	96,573.71	1,060,320.49	19,964.32	$1,906,517.53
418	Dominion	■ ●	506,839.50	66,918.44	702,555.85	18,593.73	$1,294,907.52
426	Glace Bay	■ ● ●	2,597,070.04	353,514.41	3,174,115.19	116,604.94	$6,241,304.58
427	Glace Bay Licensee		380,953.09	9,327.74	1,337,109.50	17,037.93	$1,744,428.26
431	Ingonish	■ ● ●	676,386.77	123,665.60	812,996.29	26,707.64	$1,639,756.30
436	Inverness	■ ●	907,175.51	105,467.64	1,017,131.02	26,384.65	$2,056,158.82
441	Louisbourg	■ ●	489,752.33	52,126.44	588,980.44	17,054.55	$1,147,913.76
445	New Waterford	■ ●	1,296,052.52	176,215.76	2,476,310.10	55,079.63	$4,003,658.01
451	North Sydney	■ ●	2,454,989.05	281,947.58	2,772,382.45	102,759.71	$5,612,078.79
473	Sydney — Ashby	■ ●	1,435,369.89	188,019.46	1,071,544.00	42,959.27	$2,737,892.62
474	Sydney — Licensee		1,322,954.66	243,835.45	3,543,618.30	86,153.67	$5,196,562.08
479	Sydney	■ ● ▼	3,626,262.73	587,941.90	3,253,088.97	140,204.94	$7,607,498.54
483	Sydney — Whitney Pier		563,642.23	53,723.45	660,320.68	12,708.94	$1,290,395.30
SUB-TOTAL			**$6,948,229.51**	**$1,073,520.26**	**$8,528,571.95**	**$282,026.82**	**$16,832,348.54**
490	Sydney Mines	■ ● ●	1,173,134.97	121,870.42	1,934,255.76	47,889.60	$3,277,150.75
496	Sydney River	■ ● ●	3,185,181.31	650,821.05	2,879,524.47	114,887.72	$6,830,414.55
TOTAL			**$22,335,774.02**	**$3,316,826.37**	**$28,352,339.33**	**$879,021.19**	**$54,883,960.91**

Region 5 — Northern

592	Amherst	■ ●	1,527,554.52	309,891.42	2,520,322.30	88,410.07	$4,446,178.31
503	Amherst Liquor Mart	■ ●	310,694.92	66,825.00	421,219.76	27,111.59	$825,851.27
510	Bible Hill	■ ●	929,345.89	151,936.74	1,051,198.79	42,197.64	$2,174,679.06
522	Joggins		116,451.65	12,210.57	253,348.68	7,782.66	$389,793.56
538	Oxford	■ ●	412,199.27	50,939.75	526,655.01	21,959.04	$1,011,753.07
543	Parrsboro	■ ●	482,321.11	70,467.33	741,351.33	30,390.19	$1,324,529.96
548	Pictou	■ ● ●	1,116,838.42	206,674.40	1,318,910.25	46,482.96	$2,688,906.03
553	Pugwash	●	366,057.53	38,812.07	480,538.12	14,290.84	$899,698.56
558	River John	●	205,370.70	34,060.53	338,526.00	7,587.19	$585,544.42
567	Springhill	■ ●	484,762.35	72,293.07	987,041.85	28,062.19	$1,572,159.46
582	Tatamagouche	■ ● ●	422,627.54	77,744.42	717,445.20	29,036.74	$1,246,853.90
592	Truro	■ ● ▼	3,513,911.30	668,288.17	3,614,089.24	180,989.25	$7,977,277.96
593	Truro Licensee		557,898.90	82,274.69	1,382,123.56	37,211.43	$2,059,508.58
594	Truro Liquor Mart	■ ●	667,079.33	111,283.63	847,965.20	44,381.23	$1,670,709.39
TOTAL			**$11,113,113.43**	**$1,953,701.79**	**$15,200,735.29**	**$605,893.02**	**$28,873,443.53**

Region 6 — Valley

602	Annapolis	■ ● ●	849,529.40	202,970.19	1,100,208.08	53,499.32	$2,206,206.99
611	Berwick	■ ●	883,887.73	148,047.68	1,224,635.72	52,771.95	$2,309,343.08
615	Bridgetown	■ ●	475,487.36	84,619.85	507,145.90	21,256.37	$1,088,509.48
620	Digby	■ ●	1,684,313.76	290,190.60	1,858,373.41	74,522.81	$3,907,400.58
630	Hantsport	■ ●	343,640.64	56,377.37	351,981.28	15,723.41	$767,722.70
646	Kentville	■ ● ▼ ●	1,588,586.92	404,212.12	2,522,541.01	121,967.30	$4,637,307.35
648	Kingston	■ ● ▼	1,265,749.01	355,506.10	1,935,824.95	99,331.67	$3,656,411.73
665	Meteghan	■ ●	937,023.95	134,900.43	1,414,992.08	41,238.37	$2,528,154.83
670	Middleton	■ ● ●	728,103.81	149,860.81	989,505.58	41,118.18	$1,908,588.38
674	New Minas	■ ● ●	1,624,732.70	407,631.86	2,201,181.15	151,969.42	$4,385,515.13
692	Weymouth	■ ●	498,729.01	73,630.59	661,408.83	21,442.95	$1,255,211 38
695	Windsor	■ ● ●	1,762,410.37	256,431.42	2,142,532.31	95,293.09	$4,256,667.19
689	Wolfville		756,451.86	229,929.05	1.082,270.01	47,244.50	$2,115,895.42
TOTAL			**$13,398,646.52**	**$2,794,308.07**	**$17,992,600.31**	**$837,379.34**	**$35,022,934.24**

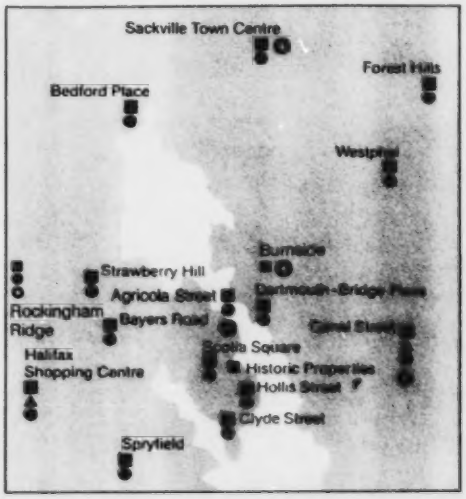
Region 7 — South Shore

705	Bridgewater	■ ● ▼	3,152,226.92	642,286.61	3,452,360.10	147,107.57	$7,393,981.20
706	Bridgewater Liquor Mart	■ ●	249,499.17	46,403.83	288,416.52	16,518.95	$600,838.47
710	Caledonia	■ ● ●	300,842.96	36,776.41	361,249.63	16,170.67	$715,039.67
715	Chester	■ ● ●	1,017,139.17	254,676.60	1,091,260.61	42,011.87	$2,405,088.25
725	Hubbards	■ ●	697,090.30	156,623.62	835,520.04	36,357.02	$1,725,590.98
755	Liverpool	■ ●	1,727,575.92	249,509.63	1,566,991.28	59,155.01	$3,603,231.84
760	Lockeport	●	307,864.39	36,736.99	249,813.64	10,036.81	$604,451.83
765	Lunenburg	■ ●	1,475,633.84	218,358.62	971,574.50	56,516.26	$2,722,083.22
770	Mahone Bay	■ ● ●	820,054.99	195,478.08	849,831.32	38,679.56	$1,904,043.95
775	New Germany	■ ●	362,968.59	50,570.85	556,778.51	17,369.89	$987,687.84
785	Shelburne	■ ●	1,663,146.17	188,664.91	1,671,302.77	66,514.10	$3,589,627.95
790	West Pubnico	■ ●	777,121.03	68,423.86	643,189.60	24,820.22	$1,513,554.71
798	Yarmouth	■ ● ▼ ●	3,297,859.94	540,178.77	3,636,697.62	134,536.85	$7,609,273.18
TOTAL			**$15,849,023.39**	**$2,684,688.78**	**$16,174,986.14**	**$665,794.78**	**$35,374,493.09**
Total Store Sales			**$126,524,680.87**	**$29,878,390.03**	**$158,169,789.24**	**$6,234,111.12**	**$320,806,971.26**
PRODUCER SALES				**$847,141.87**	**$1,632,818.91**		**$2,479,960.78**
Grand Total Sales			**$126,524,680.87**	**$30,725,531.90**	**$159,802,608.15**	**$6,234,111.12**	**$323,286,932.04**

Distribution Of Stores

■ Self-Service Stores
● Bottle Return Sections
▼ Specialty Sections
⊙ Cold Beer Sections

Halifax/Dartmouth Area



Sydney and Area